

TO: CITY MANAGER

1998 September 08

FROM: DIRECTOR FINANCE

SUBJECT: REPLACEMENT OF FIRE ENGINE - UNIT 7033

PURPOSE: To obtain approval to purchase one pumper fire truck.

RECOMMENDATION:

1. THAT a purchase order be issued to Smeal Fire Apparatus Company, for the supply and delivery of one pumper fire truck for a total cost of \$554,000 plus GST and PST.

REPORT

Smeal Fire Apparatus Company was recently awarded an order from the City for a 105 ft. aerial ladder fire truck and they have offered the City an extremely favourable price to add a pumper fire truck to the existing order. Both units have basically the same components and specifications which reduces costs. In addition, Smeal has secured U.S. dollars at an exchange rate of 1.48 providing us with additional savings. The two units would be manufactured concurrently and can be inspected at the same time, providing further savings to the City.

Smeal Fire Apparatus Company is a well established manufacturer of fire fighting equipment and their equipment enjoy a very favourable reputation for performance and reliability.

Staff have discussed this potential purchase with Anderson's Engineering Ltd. who are the Canadian dealer for Smeal Fire Apparatus. Anderson's have confirmed that they have no objections to the City buying directly from Smeal because of their current backlog of orders.

Staff have also checked the market for pricing of comparable units and concluded that savings to the City will be a minimum of 10% by taking advantage of Smeal's offer.

The unit to be purchased will replace the Fire Department's 1982 Spartan Fire Engine which will be sold upon receipt of the replacement unit.

Sufficient Equipment Replacement Reserves are available and the acquisition is included in the 1998 Fire Vehicles component of the 1998-2002 Capital Program, however the net costs will exceed the 1998 budgetary provision by \$45,400.

The Fire Chief concurs with the above recommendation.

A handwritten signature in black ink, appearing to read "Rick Earle", with a large, stylized flourish above it. Below the signature, the word "for" is written in a smaller, cursive script.

Rick Earle
DIRECTOR FINANCE

JV:aj

cc. Fire Chief
Deputy City Manager, Corporate Services